



State of California  
**Employment Training Panel**

Training Proposal for:  
**Ramar International Corporation**

**Agreement Type: \$75,000 or Less**

**Agreement Number: ET09-0251**

Panel Meeting of: **October 17, 2008**

ETP Regional Office: **Sacramento**

Analyst: J. Basquez

**CONTRACTOR:**

- Type of Industry: Manufacturing:  
Priority Industry: ☒ Yes ☐ No
- Contractor's # of Full-Time Employees
  - California: 137
  - Worldwide: 175
  - Number to be trained: 19
- Manager/Supervisor: 11%
- Turnover Rate: 0%
- Repeat Contractor: ☐ Yes ☒ No
- Substantial Contribution: ☐ Yes ☒ No

**CONTRACT:**

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$38,304
- In Kind Contribution: \$50,400
- Average Cost per Trainee: \$2,016
- Post Retention Wage: \$14.02
- Health Benefits: \$2.02 per hour
- Occupations to be Trained: Accounting Staff, Sales Staff, Warehouse Staff
- Training Menu:
  - ☒ Business skills ☐ Literacy skills
  - ☐ Commercial skills ☐ Management skills
  - ☒ Computer skills ☐ Manufacturing skills
  - ☒ Cont. Improvement ☐ Other:

- Advanced Technology: ☐ Yes ☒ No
- Range of Hours: 24 - 200 Weighted Avg: 112
- Multiple Job Numbers: ☐ Yes ☒ No
- County(ies) Served: Contra Costa
- Union Representation: ☐ Yes ☒ No
- Subcontractor: N/A
- Third Party Services: N/A

## **INTRODUCTION**

In this proposal, Ramar International Corporation (RIC) seeks funding for retraining as outlined below:

RIC started as a family business in 1960 as Orientex Foods as an importer and distributor of frozen and dry goods. One of the founding family members knew there was a big demand for high quality authentic, ethnic foods. One of the first products was turning rare exotic fruits and flavors into ice cream. The success of the ice cream fueled the transition from importer to manufacturer of Filipino and Asian meats, eggrolls, and desserts.

RIC is the leader in the manufacturing and distribution of frozen Filipino and Asian food products in the US. Some of RIC customers are L&L Hawaiian BBQ and Steamboat Fish & Chips Restaurants. All training will be conducted at RIC facilities in Pittsburg.

RIC is requesting funding from ETP as it implements a new software system that will help streamline its warehouse operations. The new system also contains a new Sales Order Tool for the Sales Staff for improved efficiency as well.

## **RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal.